

**WASHINGTON STATE DEPARTMENT OF TRANSPORTATION
REQUEST FOR PROPOSAL ACQ-2006-0701-RFP
AMENDMENT NO. 1**

This is an amendment to Request for Proposal (RFP) ACQ-2006-0701-RFP issued by the Washington State Department of Transportation on August 3, 2006 for High Occupancy Toll (HOT) Lane Electronic Toll Collection System Supply, Installation, and Maintenance.

I. The following are revisions to the Request for Proposal:

- a) **Section 2.1.1 Right to Modify RFP Scope and Requirements** – Revise the last two paragraphs of Section 2.1.1 (pages 2-1 and 2-2) of the RFP as follows:

Communication regarding this RFP with any other WSDOT personnel will be considered unofficial and non-binding to WSDOT. Vendors are to rely solely on written statements issued by the RFP Coordinator. Communication directed to parties other than the RFP Coordinator, or points of contact authorized by the RFP Coordinator, may result in disqualification of the Vendor.

Vendors are instructed to refrain from contacting TransCore regarding the selected AVI technologies, the Tacoma Narrow Bridge toll collection system installation, and/or this procurement. Failure to comply with this instruction may result in disqualification of the Vendor.

- b) **Section 2.2 Schedule of Procurement Activities** – Replace in its entirety *Table 1. Schedule of Procurement Activities* in Section 2.2 (page 2-5) of the RFP with the following table:

Activity	Due Date	Time*
Official Publication of RFP	August 3, 2006	N/A
Optional Pre-Proposal Conference Call	August 10, 2006	10:00 am
Mandatory Letter of Intent to Propose Due	August 11, 2006	4:00 pm
<u>AVI Technology Conference Call</u>	<u>August 18, 2006</u>	<u>10:00 am</u>
<u>Amendment No. 1</u>	<u>August 23, 2006</u>	<u>N/A</u>
<u>Sample Contract posted to WSDOT website</u>	<u>August 28, 2006</u>	<u>N/A</u>
Final Date For Written Questions	August 18 <u>September 8,</u> 2006	4:00 pm
Answers to Written Questions, Addendum <u>Amendment No. 2</u>	August 23 <u>September</u> <u>15, 2006</u>	N/A
Proposals Due	September 12 <u>October</u> <u>10, 2006</u>	4:00 pm
Shortlist Proposals (if applicable)	September 29 <u>October</u> <u>31, 2006</u>	N/A
Interviews	October 10- <u>12 November 7-8,</u> 2006	TBD

Activity	Due Date	Time*
Notice of Award	October 18 November 10, 2006	N/A
Execute Contract	October 25 November 22, 2006	N/A
OFM Approval & Notice to Proceed	November 6 December 4, 2006	N/A

* Times are Pacific time.

- c) **Section 3.1.3 Proposal Shortlist** – Add “Reference checks” to the bullet list of factors in Section 3.1.3 (page 3-2) of the RFP to be used to determine the shortlist as follows:

Depending on the number of proposals scored, WSDOT may determine a shortlist of candidates to be invited to make presentations. Factors in determining the short list will include, but not be limited to, the following:

- Preliminary score
- Proposal price
- [Reference checks](#)

- d) **Section 4.6 Technical Proposal** – Revise the first sub bullet *Physical Design* under the Technical Approach bullet in Section 4.6 (page 4-4) of the RFP as follows:

- **Technical Approach** – The Technical Approach shall be limited to fifty five (55) pages and contain a description of the physical and conceptual system design:
 - **Physical Design** – The Physical Design shall be limited to twenty (20) pages and contain a detailed description of the proposed physical architecture of the system, including the communications network. The description shall be a combination of text and diagrams to clearly illustrate physical components of the system, their quantities, and their locations. The physical design shall also include a line diagram showing how the Vendor proposes to handle communications from the antenna to the reader to the lane controller at each tolling zone, [as well as from the lane controller of each tolling zone to the main toll system server and to other external systems as required](#). The physical design shall address how transponders will not be read in adjacent general purpose lanes. Please provide any comments on the WSDOT-provided infrastructure. Diagrams may be presented on 11 by 17 inch fan folded paper if needed for clarity.

- e) **Section 4.7 Price Proposal** – Replace in its entirety the third paragraph of Section 4.7 (page 4-5) of the RFP as follows:

~~Vendor shall be required to collect and pay Washington State sales tax, if applicable. Any pricing offered by Vendor shall be inclusive of sales tax, business and occupation tax, and any other taxes or fees for doing business in the State of~~

~~Washington that may apply. WSDOT will pay sales and use taxes, if any, imposed by the Washington State Department of Revenue on the Work acquired hereunder. Vendor must pay all other taxes including, but not limited to, Washington Business and Occupation Tax, other taxes based on Vendor's income or gross receipts, or personal property taxes levied or assessed on Vendor's personal property. WSDOT, as an agency of the Washington State government, is exempt from property tax. Vendor shall complete registration with the Washington State Department of Revenue and be responsible for payment of all taxes due on payments made under this Contract. All payments accrued on account of payroll taxes, unemployment contributions, any other taxes, insurance, or other expenses for Vendor or Vendor's staff shall be Vendor's sole responsibility. For the purposes of this RFP, Vendor's pricing shall exclude Washington State sales and use tax that may be imposed. Vendor will be allowed to invoice WSDOT for sales and use tax, if applicable, once under contract.~~

- f) **Section 4.7.1 Supply and Installation of the SR 167 HOT Lanes Pilot Project** – Delete in its entirety the third paragraph of Section 4.7.1 (page 4-6) of the RFP as follows:

~~In the event that WSDOT delays Tolling Commencement until the start of Daylight Savings Time in 2008 (currently March 9, 2008) or later through no fault of the Vendor, Vendor will not be able to achieve System Acceptance and the corresponding milestone payment until the spring of 2008. To account for this possibility, the Price Proposal shall provide a single incremental lump sum price for this delay. This amount shall be in addition to the lump sum price for supply and installation of the electronic toll collection system and represents Vendor's carrying costs and/or remobilization costs for the period of delay by WSDOT. Note that Vendor will not be assessed liquidated damages for a WSDOT delay. The price offered shall be presented in the following format:~~

Lump Sum Price for Delay of System Acceptance Until 2008

Total Lump Sum Price: \$ _____

- g) **Section 6.4 Planned Improvements** – Revise the third paragraph of Section 6.4 (page 6-6) of the RFP as follows:

Under a separate contract, WSDOT will also reconfigure the project area to accommodate implementation of the SR 167 HOT Lanes Pilot Project. This work by others will include revised lane ~~stripping~~stripping, new traffic data stations, static and dynamic signing, additional sign and equipment support structures, ~~AVI readers~~, enforcement signals, control cabinets, and improved fiber optic communications. WSDOT anticipates being able to allow the Vendor an opportunity to review and comment on the civil design prior to letting a contract for this work. Traffic control (i.e., lane closures) will be provided to the Vendor by the civil contractor up to the

amount specified in Section 6.10.3.4. Once underway, the Vendor will be expected to cooperate and coordinate with the civil contractor in implementing the project.

- h) **Section 6.5 AVI Technology** – Revise the first paragraph of Section 6.5 (page 6-7) of the RFP as follows:

The following automatic vehicle identification (AVI equipment and technologies have been selected for this project. Vendors may contact Jim Evans of TransCore at (972) 733-6018 or jim.evans@transcore.com for more information about this equipment. If Vendors still have questions or feel they are not receiving sufficient technical information about the AVI equipment from TransCore, they may direct those concerns to the RFP Coordinator, whose address may be found earlier in this RFP, by the Final Date For Written Questions shown in Table 1. Note that AVI equipment procurement is not a part of this RFP.~~Vendors are instructed to refrain from contacting TransCore regarding the selected technologies, the Tacoma Narrow Bridge toll collection system installation, and/or this procurement. Failure to comply with this instruction may result in disqualification of the Vendor.~~ WSDOT will make available to all Vendors an information package describing these technologies in more detail. If Vendors still have questions, they may direct those to the RFP Coordinator, whose address may be found earlier in this RFP.

Technical data for the following equipment will be provided on WSDOT's website at (<http://www.wsdot.wa.gov/biz/it/>) at the same time that Amendment No. 1 is issued.

- i) **Section 6.7 Sequence of Events and Payment Milestones** – Revise the sixth and seventh rows of *Table 2. SR 167 HOT Lanes Payment Milestones* in Section 6.7 (page 6-9) of the RFP as follows:

Tolling Commencement	Achievement of the following: <ul style="list-style-type: none"> ▪ Commencement of revenue operations on a <u>Saturday</u> ▪ Sustained revenue operations for 12 hours 	To be completed by Vendor (shall be no later than <u>September 15, 2007</u> April 5, 2008)	NA
System Acceptance	WSDOT approval of the following: <ul style="list-style-type: none"> ▪ Acceptance Test ▪ Test Reports ▪ Hardware and software inventory ▪ Documentation described in Section 8.2.2.2 ▪ Warranty materials ▪ As-built documentation ▪ <u>Certification from Washington State Department of Revenue that all taxes have been paid</u> 	To be completed by Vendor	20% of the lump sum price identified in selected Vendor's response to Section 4.7.1 of this RFP

- j) **Section 6.7 Sequence of Events and Payment Milestones** – Revise the last paragraph of Section 6.7 (page 6-10) of the RFP as follows:

Once Tolling Readiness is achieved by the Vendor, WSDOT will open the HOT lanes for revenue operations (i.e., Tolling Commencement) on the first Saturday following Tolling Readiness. ~~The Tolling Commencement guaranteed date specified in Table 2 has been established to allow a minimum of four weeks of revenue operations prior to the end of Daylight Savings Time (DST) in 2007 (currently November 4, 2007).~~ If for any reason the Tolling Commencement milestone cannot be achieved by the guaranteed date shown in Table 2, the Vendor will ~~have three additional weeks to achieve Tolling Commencement while realizing liquidated damages.~~ ~~If Tolling Commencement cannot be achieved by October 6, 2007 (four weeks prior to the end of DST), WSDOT will open the HOT lanes for revenue operations no earlier than the first Saturday following the start of Daylight Savings Time in 2008 (currently March 9, 2008) because of safety and operational concerns, resulting in additional~~ realize liquidated damages for ~~this extended period~~ the delay as well as delayed payment to the Vendor for System Acceptance. WSDOT will only allow Tolling Commencement to occur on a Saturday.

- k) **Section 6.8 Incentives and Liquidated Damages** – Revise Section 6.8 (page 6-10) of the RFP as follows:

WSDOT will provide a monetary incentive to the Vendor for achieving Tolling Commencement earlier than WSDOT's scheduled Tolling Commencement date in the amount of ten thousand dollars (\$10,000) per week for each week that the Vendor is able to accelerate the schedule for Tolling Commencement up to ~~eight~~ three weeks or ~~eighty~~ thirty thousand dollars (~~\$80,000~~ \$30,000).

WSDOT will assess week-for-week delay liquidated damages on the Vendor in the amount of thirty thousand dollars (\$30,000) per week for each week the Vendor does not achieve Tolling Commencement by the guaranteed date. ~~If the Vendor does not achieve Tolling Commencement by October 6, 2007, WSDOT will suspend weekly delay liquidated damages; establish a new Tolling Commencement guaranteed date, which will be no earlier than the first Saturday following the start of Daylight Savings Time in 2008; and assess lump sum delay liquidated damages in the amount of \$200,000. If the Vendor does not achieve Tolling Commencement by the new guaranteed date, WSDOT will resume assessing week for week delay liquidated damages on the Vendor in the amount of thirty thousand dollars (\$30,000) per week for each week the Vendor does not achieve Tolling Commencement.~~

- l) **Section 6.10.1.1 Roadside ITS Communications Cabinets** – Revise in its entirety Section 6.10.1.1 (page 6-13) of the RFP as follows:

WSDOT will furnish and install a single NEMA rated, roadside ITS communications cabinet (Model 334 with front and back access doors; dimensions are 60"H X 24"W X 30" D) along SR 167 at each tolling zone location for use by Vendor to enclose and

protect the roadside tolling equipment (e.g., lane controller, device interfaces, communication equipment, etc). Note that the AVI reader will be ~~located~~installed by the Vendor in a separate enclosure provided by WSDOT. The ITS communications cabinet will be designed to maintain the interior temperature between +60°F and +125°F under normal circumstances with a heater and fan; however, cabinets will not be equipped with air conditioning, and equipment installed within should be able to withstand greater extremes.

- m) **Section 6.10.2.1 AVI Transponder Readers** – Revise in its entirety Section 6.10.2.1 (page 6-15) of the RFP as follows:

WSDOT will furnish ~~and install~~ one or more automatic vehicle identification (AVI) ~~transponder~~ readers with NEMA 4x enclosures at each tolling zone location. ~~If additional readers are required, The~~ Vendor shall clearly specify ~~this~~ in their proposal the number of AVI readers required for their proposed solution. WSDOT will drop-ship the readers to a receiving facility within the United States specified by the Vendor, and the Vendor shall be responsible for delivery of the equipment to its final destination on SR 167. The reader and enclosure will be mounted by the Vendor in the median of the highway on or near the antenna gantry or sign structure. The Vendor shall be responsible for configuring, installing, and testing the reader and for connecting it to the antenna and to the toll system to create a functioning AVI system. WSDOT will also provide one additional AVI reader to the Vendor for use in developing and maintaining the system.

- n) **Section 6.10.2.2 AVI Antennas** – Revise in its entirety Section 6.10.2.2 (page 6-15) of the RFP as follows:

WSDOT will furnish one or more automatic vehicle identification (AVI) antennas for each tolling zone location. ~~If additional antennae are required, The~~ Vendor shall clearly specify ~~this~~ in their proposal the number of AVI antennas required for their proposed solution. WSDOT will drop-ship the antennas to a receiving facility within the United States specified by the Vendor, and the Vendor shall be responsible for delivery of the equipment to its final destination on SR 167. The Vendor shall be responsible for designing and fabricating antenna mounting brackets for each location, installing the antennas, and supplying the coaxial cable, connectors, and hardware necessary to create a functioning AVI system. WSDOT will also provide one additional AVI antenna to the Vendor for use in developing and maintaining the system.

- o) **Section 7.2.1.2 Automatic Vehicle Identification (AVI) Reader** – Revise the first paragraph of Section 7.2.1.2 (page 7-5) of the RFP as follows:

The Vendor shall install and integrate the WSDOT furnished AVI reader and AVI antenna at each tolling zone location with the lane controller and FMAS to provide a functioning AVI system.

- p) **Section 7.2.1.5 Toll Rate Dynamic Message Sign** – Revise the second paragraph of Section 7.2.1.5 (page 7-9) of the RFP as follows:

The FMAS shall change the toll rate DMS to the appropriate message as determined by the dynamic pricing algorithm or operator in real time, including toll rates and other messages ~~such~~ as HOV ONLY, LANE CLOSED, ~~and~~ OPEN ~~TO~~ ALL TRAFFIC, or other two-phase messages determined during the design process.

- q) **Section 8.5.5 System Acceptance Testing** – Revise the sixth paragraph of Section 8.5.5 (page 8-19) of the RFP as follows:

The SAT shall test the entire system to ensure that all functional and performance requirements are met.

- r) **Section 13 Exhibit D – Price Proposal Tables** – Revise the first page of Price Sheet A in Section 13 (page 13-2) of the RFP as follows:

Pricing for Supply and Installation of the SR 167 HOT Lanes Pilot Project
(Reference Section 4.7.1 of the RFP for instructions.)

Lump Sum Price for Supply and Installation

Total Lump Sum Price: \$ _____

~~**Lump Sum Price for Delay of System Acceptance Until 2008**~~

~~Total Lump Sum Price: \$ _____~~

Instructions for completing the following table:

- Provide a Guaranteed Date (Month, Day, & Year) and single Payment Amount for each milestone.
- The Guaranteed Date for Project Initiation shall be no later than thirty calendar days after notice to proceed.
- The Payment Amount for Project Initiation shall be no more than 5% of the lump sum price identified in selected Vendor's response to Section 4.7.1 of this RFP.
- The sum of Project Initiation, Design Approval, and Factory Acceptance Test Completion shall be no more than 40% of the lump sum price identified in selected Vendor's response to Section 4.7.1 of this RFP.

- The sum of Installation Readiness and Tolling Readiness shall be no more than 40% of the lump sum price identified in selected Vendor's response to Section 4.7.1 of this RFP.
- The Guaranteed Date for Tolling Commencement shall be no later than ~~September 15, 2007~~April 5, 2008.
- The Payment Amount for System Acceptance shall be no ~~more~~less than 20% of the lump sum price identified in selected Vendor's response to Section 4.7.1 of this RFP.

II. This RFP is amended to include the following Questions and Answers:

Q1. Is there a list of the vendors who have indicated an Intent to Bid?

A1. See Attachment 1 to this Amendment for a list of prospective Vendors that submitted a Letter of Intent to Propose by the required deadline.

Q2. Request WSDOT favorably consider a forty-five day extension to the submittal date. Favorable consideration to this request would result in a more level playing field for respondents by allowing sufficient time to properly evaluate the yet to be released interface data from TransCore. The current submittal date gives TransCore a significant advantage in that they already possess the information.

A2. WSDOT appreciates the concern and intends to provide a level playing field for all prospective Vendors for the HOT lanes project. The due dates for questions and proposals have been extended and should allow sufficient time to evaluate available documentation. See revisions above in this Amendment No. 1. Please note that the guaranteed date for Tolling Commencement has been extended as well, resulting in several changes throughout the RFP.

Q3. Request copy of the Tacoma Narrows Bridge Toll awarded contract with TransCore with attachments?

A3. The goals and operational requirements of the SR 167 HOT Lanes Pilot Project are sufficiently different from those of the Tacoma Narrows Bridge (TNB) toll collection system that WSDOT has decided that a separate and distinct software application is needed. To allow separate and distinct toll collection systems to coexist in the region and share a common back office, WSDOT developed the Interface Control Document in Exhibit B of the RFP (see Section 11). This document fully defines a non-proprietary interface for the electronic exchange of information between the TNB back office and one or more separate and distinct toll collection systems that would operate in the region. The agreement between WSDOT and TransCore for the toll system supply and installation at the Tacoma Narrows Bridge is not relevant to the procurement. Please submit a request for this information directly to the WSDOT Tacoma Narrows Bridge project personnel.

Q4. Request cost of Transponder cost per unit, and Reader Hardware cost per unit, on the Narrows Bridge Toll that WSDOT is currently paying.

A4. WSDOT is providing the transponders and reader hardware to be used for this procurement; therefore, the requested information is not relevant to this procurement. Please submit a request for this information directly to the WSDOT Tacoma Narrows Bridge project personnel.

Q5. Can the contract be changed such that items marked “Confidential” by suppliers to be deemed confidential only by a court order rather than a WSDOT judgment call? This places the onus where it should in the Courts rather than with WSDOT, and reduces the risk of WSDOT violating of Freedom of Information Act. Suppliers that really believe they have confidential information can easily get a court order. Other agencies handle the issue this way.

A5. The subject of Vendor proprietary information and its public disclosure is addressed in Section 2.1.6 of the Request for Proposals (RFP). No change will be made to the RFP.

Q6. May the following changes be made?

- a) RFP states “Non proprietary solution for data exchanges between SR167 and the TCAAS.
- b) May the RFP wording be adding a line to the effect that, “Supply of non proprietary transponders such that the transponders meet Title 21 Standard or other future Standard Technology to be determined by General Administration or WSDOT?
- c) Future bid for supply of transponders shall be on an as needed basis in an annual competitive bidding environment?
- d) Make addendum that open source software be required that allows WSDOT and / or General Administration to allow enrolment any qualified supplier Standard transponders into the system?
- e) And note, to the effect that at WSDOT and / or General Administration sole discretion that Toll Road reader systems by be replaced, modified or added such that more than one method of reading transponders, or Standard readers may be implemented in the future? (This protects WSDOT to allow for migration of new Technologies without loss of past infrastructure investment. For example, as Federal DSRC 5.9 GHz transponders are adopted, existing UHF passive transponders may still operate. This also ensures that one supplier is not automatically grand fathered as the sole source supplier of all future transponder technologies.

A6. Thank you for the observations and suggestions. The following responses to each point are provided:

- a) *Section 7.2.4.1 WSDOT Customer Service Center at Tacoma Narrows Bridge* of the RFP provides information on the non-proprietary Interface Control Document for the electronic exchange of information between the SR 167 electronic toll collection system and the WSDOT Customer Service Center. This interface is for toll transactions and not transponder reads.
- b) This procurement does not require the purchase or supply of transponders by prospective Vendors. No change will be made to the RFP.
- c) This procurement does not require the purchase or supply of transponders by prospective Vendors. No change will be made to the RFP.
- d) This procurement does not require the purchase or supply of transponders by prospective Vendors. No change will be made to the RFP.
- e) The suggestion is a future consideration and not the subject of this procurement. No change will be made to the RFP.

Q7. What is the preferred method of disabling the device? Tin foil? Please show diagram of the device and method of operation so that other suppliers of transponders may offer a standard solution which is the same.

A7. WSDOT will be supplying the transponder and transponder disabling device for this procurement. Prospective Vendors are not required to provide a solution for disabling the transponder.

ALL OTHER TERMS AND CONDITIONS OF THIS RFP REMAIN IN FULL FORCE AND EFFECT.

ATTACHMENT 1 – LIST OF PROSPECTIVE VENDORS

The following is a list of Vendors that submitted a Letter of Intent to Propose by the required deadline:

Vendor	Representative	E-mail Address	Phone	Fax	Address
InTrans Group, Inc.	Joseph Barba	joe.barba@intransgroup.com	(516) 652-3235	(516) 484-5161	55 Cherry Lane Carle Place, NY 11514
Telvent Farradyne, Inc.	Phillip Leshinsky	phillip.leshinsky@telvent.abengoa.com	(212) 465-5532	(212) 465-5442	5 Penn Plaza 19th Floor New York, NY 10001
Meridian Technology Group	Mark Meyer	mmeyer@meridiangroup.com	(425) 747-3500 or (800) 698-0853 Extension 1305	(425) 747-3510	14405 SE 36th Street Suite 212 Bellevue, WA 98006
Neology, Inc.	Eric Redman	eredman@neology-rfid.com	(858) 513-6400 Ext. 126	(858) 513-6404	13000 Gregg St. Poway, CA 92064
Allaura, Inc.	Gregory Stewart	gmstewart@allaura.com	(253) 627-5588	(253) 627-5597	1423 East 29th Street Suite 307 Tacoma, WA 98404
Sirit Corporation	Michael Burchell	murchell@sirit.com	(972) 243-7208 Ext. 2118	(972) 243-8034	1321 Valwood Parkway Suite 620 Carrollton, TX 75006
Electronic Transaction Consultants Corporation	Ted Hull-Ryde	ted.hull-ryde@etcc.com	(214) 614-2318	(214) 615-2364	1200 Executive Drive E Suite 100 Richardson, TX 75081
TransCore, LP	Scott Doering	scott.doering@transcore.com	(858) 736-8234	(858) 736-8201	9440 Carroll Park Drive Suite 150 San Diego, CA 92121
TRMI Systems Integration	Charles Mitchell	cmitchell@trmi.c	(845) 626-8655	(845) 626-2492	PO Box 10 5120 Route 209 Accord, NY 12404

Vendor	Representative	E-mail Address	Phone	Fax	Address
Avanade	Sherilyn Martinez	sherilynm@avanade.com	(713) 294-3028	(206) 239-5844	2211 Elliott Avenue Suite 200 Seattle, WA 98121
JAFa Technologies, Inc.	Edward A. Mulka	emulka@jafatech.com	(856) 802-9095	(856) 278-1597	213 Hooton Road Mount Laurel, NJ 08054
IBM Global Services	Thomas St. Onge	stonget@us.ibm.com	(206) 686-4397	(206) 686-4397	1200 5th Avenue Seattle, WA 98101
Caseta Technologies, Inc.	Glen Deitiker	deitiker@caseta.com	(512) 450-6300	(512) 450-6320	301 Congress Suite 675 Austin, TX 78701
Caseta Technologies, Inc.	Shannon Swank	sswank@caseta.com	(512) 450-6296	(512) 450-6320	301 Congress Suite 675 Austin, TX 78701
God is Our Partner Services, LLC, dba GiOP Services	Archie J. Pinkney	pinkney@attglobal.net	(425) 635-0292	(425) 635-0292	PO Box 4208 Bellevue, WA 98009
EFKON USA, Inc.	Christine A Bowrey	cbowrey@efkonusa.com	(214) 256-3015	(214) 257-0432	1404 Elm Street Suite 3480 Dallas, TX 75202